



State of California  
**Employment Training Panel**

Training Proposal for:

**CTSI Logistics, Inc.**

**Agreement Type: \$75,000 or Less**

**Agreement Number: ET09-0260**

Panel Meeting of: **October 17, 2008**

ETP Regional Office: **North Hollywood**

Analyst: J. Romero

**CONTRACTOR:**

- Type of Industry: Services:  
Priority Industry: ☒ Yes ☐ No
- Contractor's # of Full-Time Employees:
  - California: 42
  - Worldwide: 350
  - Number to be trained: 40
- Manager/Supervisor: 20%
- Turnover Rate: 6%
- Repeat Contractor: ☐ Yes ☒ No
- Substantial Contribution: ☐ Yes ☒ No

**CONTRACT:**

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$74,880
- In Kind Contribution: \$70,500
- Average Cost per Trainee: \$1,872
- Post Retention Wage: \$14.02
- Health Benefits: \$2.38 per hour
- Occupations to be Trained: Administrative Staff, Information Technology, Sales Staff, Manager

- Training Menu:
 

<input checked="" type="checkbox"/> Computer	<input type="checkbox"/> Management
<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Business
<input checked="" type="checkbox"/> Cont. Improvement Materials	<input type="checkbox"/> Other: Hazardous
- Advanced Technology: ☐ Yes ☒ No
- Range of Hours: 24-200 Weighted Avg: 72
- Multiple Job Numbers: ☐ Yes ☒ No
- County(ies) Served: Los Angeles
- Union Representation: ☐ Yes ☒ No
- Subcontractor: Pacifico Group (Tarzana) will provide administration services for an amount not to exceed 13% of payment earned.
- Third Party Services: Pacifico Group also assisted in the ETP application process at no cost to the company.

## **INTRODUCTION**

CTSI Logistics, Inc. (CTSI) is engaged in goods movement and logistics. The company was initially founded in 1989 as a freight forwarding service. As its business and industries flourished, the company took its services to the next level by becoming an integrated logistics provider. The company is a California corporation with locations in Torrance; Columbus, OH; Lawrence, NY; and outside the United States. Combining industry knowledge, information technology, and specialized customer service, the company set out to offer clients more diverse business solutions. Over the years, CTSI has opened over 20 stations worldwide, thus making it easier to consolidate its clients' supply chain. Through its strong global network and various IT solutions, CTSI is able to manage the distribution and warehousing of goods globally, all the way to the end consumer.

The proposed training will allow the company to upgrade worker job skills and help workers become more proficient in performing their daily duties, moving the company to a higher performance workplace.

## **RECOMMENDATION**

For the reasons set forth above, staff recommends approval of this proposal.